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Message Text

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41
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W
---------- 024760
R 061345Z JUL 76
FM AMEMBASSY BELGRADE
TO SECSTATE WASHDC 7238
INFO VIRGINIA YORIO FOR J.S. WALKER, USYEC
GENERAL ELECTRIC COMPANY
570 LEXINGTON AVE
NEW YORK NY 10022
TELEX RCA 234 698

UNCLAS BELGRADE 4427

DEPARTMENT PASS COMMERCE

E.O. 11652: NA
TAGS: BTIO EINV YO
SUBJ: LICENSING OPPORTUNITY - DETERGENTS

1. SUMMARY: IMPORTANT YUGOSLAV CHEMICALS MANUFACTURER SEEKING TECHNOLOGY FOR PRODUCTION OF DOMESTIC AND INDUSTRIAL DETERGENTS. END SUMMARY.

2. OHIS, SKOPJE, DESIRES TO PURCHASE TECHNOLOGY WHICH WOULD ENABLE THEM TO EXPAND PRODUCTION OF HOUSEHOLD DETERGENTS, AND ENTER THE FIELD OF INDUSTRIAL DETERGENTS (FORMULAS BASED ON SPECIAL INGREDIENTS), USED IN BOTTLING PLANTS, BREWERIES, SLAUGHTERHOUSES, ETC.

3. RAW MATERIALS FOR PRODUCTION ARE AVAILABLE ABUNDANTLY, WHILE SPECIALTY INGREDIENTS WOULD BE IMPORTED FROM PRINCIPAL.

4. OHIS HAS FACILITIES AND EQUIPMENT (EXCEPT SOME SPECIAL MEASURING VESSELS).

5. OHIS IS OPEN TO ALL PROPOSALS - FROM SIMPLE LICENSE (LUMP SUM OR ROYALTY) TO CO-PRODUCTION ARRANGEMENTS INCLUDING JOINT VENTURE. YUGOSLAV FIRM CLAIMS MARKET GROWING AT 7-8 PERCENT
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ANNUAL RATE.

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6. OHIS, ONE OF THE MAJOR YUGOSLAV ENTERPRISES, NOW MANU-
FACTURES 15-16,000 METRIC TONS PER YEAR OF HOUSEHOLD DETERGENTS
("BILJANA" FOR HAND WASHING, "MALBI" FOR WASHING MACHINES,
AND "SJAJ" FOR KITCHENWARE). OHIS ALSO PRODUCES AGRICULTURAL
CHEMICALS, PVC RESINS, SYNTHETIC ORGANIC FIBRES, ALKALIES
AND CHLORINES. THE ENTERPRISE HAS A JOINT VENTURE WITH
CHEMTEX CO., NEW YORK FOR PRODUCTION OF SYNTHETIC FIBRES.
OHIS EMPLOYS 3,500 AND ITS TOTAL SALES ARE ABOUT $60
MILLION. (SEE WTDR DATED APR 20, 1976)

7. INTERESTED U.S. FIRMS SHOULD CONTACT OHIS DIRECTLY.
WRITE TO: MR. TRAJAN GAVRILSKI, DEPUTY DIRECTOR GENERAL,
OHIS-ORGANSKO HEMIJSKA INDUSTRIJA, PP 555, 91001 SKOPJE,
TELEX: 51139; TEL (091) 37210 AND 37410.

8. ACTION REQUESTED: PLEASE BRING THIS OPPORTUNITY TO THE
ATTENTION OF QUALIFIED U.S. FIRMS. NO OBJECTION TO PUBLICATION
IN COMMERCE AMERICA. SILBERMAN

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